

Message Text

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73

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-11 NSAE-00 RSC-01 FAA-00 L-03 DRC-01 /062 W
 009592

R 031430Z SEP 74

FM USMISSION BERLIN

TO SECSTATE WASHDC 3900

INFO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY PARIS

C O N F I D E N T I A L BERLIN 1502

E. O. 11652: GDS

TAGS: ETRN, PGOV, WB, US

SUBJECT: PROPOSED AERO AMERICA TAKEOVER OF MODERN AIR

REF: STATE 189769

1. AERO AMERICA HAS OBTAINED BERLINER FLUG RING (BFR) CONTRACT FOR WINTER 1974-75 SEASON BEATING OUT PAN AM AS WELL AS BRITISH COMPETITORS. PAN AM HERE IS UNDERSTANDABLY DISAPPOINTED AT LOSING CONTRACT AND IS DISTURBED BY FACT THAT AERO AMERICA OFFERED PRICE DM ONE MILLION BELOW THEIR OWN "BARE-BONES BID." IN CONVERSATIONS WITH MISSION OFFICERS, PAN AM OFFICIALS HAVE INDICATED THAT AERO AMERICA HAS BEEN SUBJECT OF NUMEROUS COMPLAINTS TO U. S. AVIATION AUTHORITIES IN PAST, AND WE HAVE UNCONFIRMED REPORT THE FRG MINISTRY OF TRANSPORT HAS ON ONE OCCASION COMPLAINED OF ITS ACTIVITIES. WE HAVE ALSO HEARD THAT ONE OF BOEING 720S AERO AMERICA INTENDS TO USE IN BERLIN IS NOT OF U.S. OR ALLIED REGISTRY, WHICH WOULD OF COURSE PRECLUDE IT FROM SERVICE HERE.

2. WHILE WE ARE NOT IN POSITION HERE TO MAKE ANY JUDGEMENT AS TO AERO AMERICA'S RELIABILITY, WE BELIEVE IT ESSENTIAL THAT ANY U.S. FIRM ENTERING BERLIN AIR
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MARKET BE IN POSITION TO FULFILL ITS COMMITMENTS OR

ELSE WE WILL BE SUBJECT TO CONSIDERABLE POLITICAL
EMBARRASSMENT. IT IS ALSO IMPORTANT THAT CARRIER
OPERATING IN CORRIDOR AND BCZ BE ABSOLUTELY
SCRUPULOUS IN ITS OPERATIONAL PRACTICES IN ORDER TO
INSURE THAT PECULIAR REQUIREMENTS OF THAT REGIME ARE
NOT INFRINGED. WE WOULD APPRECIATE ANY INFORMATION
ADDRESSEES DEVELOP AS TO AERO AMERICA'S REPUTATION AND
BONA FIDES. SELIGMANN

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NNN

Message Attributes

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Disposition Authority: shawdg
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Disposition Event:
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